

Bolhoff Fastenings Takes Stock of its India Operations with Sage Accpac

Bolhoff Fastenings India Pvt. Ltd. is a wholly owned subsidiary of Bolhoff Germany, a leading supplier of fastening, assembly and systems technology and products having presence in over 30 countries across the globe. While the company headquarters manufactures the products, the Indian subsidiary is involved in import and sale of fasteners and assembly products to automobile majors, automobile ancillary units and industrial machinery majors and vendors, through their head office in Delhi and their branch offices and representatives in Bangalore and Pune.

Since their inception in India in February 2007, the company has been witnessing growth and expansion in its business and is now actively looking at making inroads into the industrial infrastructure and government sectors. "As our customer base grew in size and the orders became more complex and random, we needed robust, modular and scalable financial and operations software that could tightly bind the various aspects of our business together and evolve as per our requirements," says Mr. Jagdish Keswani Managing Director, Bolhoff Fastenings.

Bolhoff and Sage – The perfect match

The Managing Director of Bolhoff was very clear about the features he wanted in the ERP product to address his requirements and when he came across Sage Accpac through Across Domain, the solution implementation partner, he was immediately interested. Sage Accpac is a highly scalable and modular ERP application that provides robust financial & accounting support and real time inventory control and visibility. It also supports multiple currencies, features a strong reporting tool and comprises of modules that are very tightly integrated with each other so that a small change in one module results in a corresponding change in the related fields of the other modules as well.

Guided by its strong product understanding and domain knowledge, Across Domain, the implementation partner for the project, was able to understand Bolhoff's unique requirements and then carry out a live system demonstration to highlight the strengths of Sage Accpac.

Bolhoff decided to implement a 3 user package of Sage Accpac comprising of System Manager, General Ledger, Accounts Receivable, Accounts Payable, Order Entry, Purchase Order, Transactional and optional fields, multicurrency as the major modules.

Customer

Bolhoff Fastenings

Industry

Trading and
Distribution

Users

3

System Sage Accpac

General Ledger
Accounts Payable
Accounts Receivable
Order Entry
Purchase Order
Transactional and
Optional fields
Multicurrency

Challenge

Tracking of inventory status across multiple warehouses, Manual counting and valuation of large number of very small products, Visibility into credit history during repeat customer billing, Generation of monthly reports comprising of data from multiple databases in the prescribed International format.

Solution

Sage Accpac ERP, a highly scalable and modular application provides real time inventory control and visibility. It also supports multiple currencies and features a strong reporting tool. Modules are closely interlinked with each other so that a small change in one module results in a corresponding change in the related fields of the other modules as well.

Result

Real time view of stock availability and customer credit history has resulted in reduced errors and reorders during the sales process. Reports are generated automatically in the required format using predefined formulas. Consolidated view of company finances enables better budgetary estimations.

Real time Inventory Control

Bolhoff's India operations are headquartered in New Delhi with branch offices in Bangalore and Pune. Products imported from the parent company arrive at the head office where the purchase order is generated, wherefrom they are allocated to multiple locations for warehousing and storage. "Since the variety of products is very large and some of the products have very small physical dimensions, manual counting and valuation of stock, tracking of inventory status and material movement across multiple warehouses would be near impossible leading to errors and delays in order fulfillment," opines Jagdish. "Sage Accpac offers us a real time view into stock availability so that we can accept sales orders only if the stock situation is satisfactory and reorder if the level is below economic order quantity. Once the order is booked it automatically moves to shipment wherein the ordered quantity is deducted from the stock and the invoice is generated." Sage Accpac also allows personnel to identify and distinguish slow moving goods and take a definite action such as sale or return with them and also maintain separate stock of samples and salable products.

Complete view of Customer Details

Since Bolhoff has quite a number of repeat customers, a complete view of the customer history, special rates offered and credit limit status is essential at the time of order processing and fulfillment. Featuring a concept of approval and sub approvals in the case of customers who have exceeded their credit limit, Sage Accpac requires the approval of the senior executive for such orders to proceed to shipment, thereby saving time and removing scope for errors and reorders. Sage Accpac also prevents sale of samples during stock crunch and helps in generating inventory turnover ratio report comprising of information on which items were stocked, what price it was sold at and which customer it was sold to. Sage Accpac also helps in supplier management and day-today profitability and margin calculation.

Easy Reporting at your Fingertips

Being a global company, Bolhoff's India operations head needed to provide monthly reports comprising of balance sheet, profit and loss and budget analysis in the required International format to the parent company. "We needed a multi-currency, multi-language accounting software with a strong reporting tool that could be customized according to pre-set parameters, and which could generate reports in the required format automatically using predefined formulas," shared Jagdish

Financial reporter, the reporting tool in Sage Accpac, is capable of incorporating predefined formulas to dynamically extract data from the database to generate reports in the required format. This solves Bolhoff's MIS related issues of collating data from multiple sources and presenting reports on operating costs, net monthly sales, stock and total outstanding balance in predefined international formats. Easy to use and format, it also provides the Managing Director with instant visibility into the company's profit & loss and operating costs for any given month, on the basis of which he can estimate budgets for the future.

Grows with your Business

Describing his company's growth over the last year, Jagdish says, "In the beginning we were primarily catering to a small base of repeat customers. However with the growth of the company, the customer base expanded and the ratio of repeat billing came down. As the billing became more random and complex and the number of financial transactions increased, we needed a scalable and modular financial application that would grow with us. A sophisticated and robust operating and accounts system, Sage Accpac ERP has a modular structure, which allows you to implement only the modules and options you need today and build out your financial system by adding on more options later."

About Sage

Sage Software India (P) Ltd is a subsidiary of The Sage Group plc, a leading international supplier of business management software solutions and related products and services for small to mid-sized businesses. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and the group now has 5.7 million customers and employs over 14800 people worldwide. Sage has over 1000 customers in India for its CRM, ERP, Payroll and HRMS products across industries like, Trading and Distribution, Manufacturing, Services, IT/ITES, Financial Services, Media, Travel and Hospitality.

For more information or to find out how Sage Accpac ERP can help your business, visit us at www.sagesoftware.co.in or call +91 11 40712488 today.

